

Message Text

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PAGE 01 JIDDA 07103 221831Z

61

ACTION OES-05

INFO OCT-01 EA-09 NEA-10 ISO-00 EB-07 COME-00 SS-15 NSC-05

SP-02 INT-05 IO-10 OMB-01 TRSE-00 ERDA-07 AID-05

CIAE-00 INR-07 NSAE-00 /089 W
----- 087936

R 221430Z OCT 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 2687

AMEMBASSY TOKYO

UNCLAS JIDDA 7103

E.O. 11652: N/A

TAGS: BTRA, JA, SA

SUBJECT: VISIT OF PRINCE MOHAMMED AL FAISAL, DIRECTOR OF SWCC, TO
JAPAN

1. PRINCE MOHAMMED AL FAISAL, DIRECTOR OF THE SALINE
WATER CONVERSION CORPORATION, A SEMI-AUTONOMOUS GOVERNMENT
AGENCY IN CHARGE OF DESALINATION PROJECTS, HAS RECEIVED
AN OFFICIAL GOVERNMENT INVITATION TO VISIT JAPAN NOVEMBER
3 - 15. PRINCE MOHAMMED WILL BE MEETING WITH JAPANESE
OFFICIALS, TRADE ORGANIZATIONS, AND PROMINENT BUSINESS
LEADERS.

2. EMBASSY JIDDA REQUESTS EMBASSY TOKYO FOLLOW PRINCE
MOHAMMED'S TRIP AND FORWARD ANY INFORMATION OBTAINED ON
HIS MEETINGS AND RESULTS.

3. FYI, THE CURRENT FIVE YEAR PLAN CALLS FOR \$15 BILLION
IN DESALINATION PROJECTS. OUR OWN ESTIMATES SHOW SPIN-
OFFS AND RELATED PROJECTS BOOSTING THIS FIGURE TO \$45
BILLION. THE JAPANESE ARE CLEARLY COMPETITORS, AND
THE LARGE TENDERS ARE COMING DUE SHORTLY.

4. AS DEPARTMENT AWARE, PRINCE MOHAMMED VISITED U.S.
IN JULY. PRINCIPAL U.S. COMPETITIVE PROBLEM IS LACK OF
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PAGE 02 JIDDA 07103 221831Z

GOVERNMENT FINANCIAL GUARANTEE FOR COMPLETION OF PROJECT

AND FINANCIAL NEAR IMPOSSIBILITY FOR PRIVATE U.S. FIRM
MAKE 10 PERCENT CASH PERFORMANCE GUARANTEE. WE UNDERSTAND
GOJ DOES GIVE OFFICIAL GUARANTEES WHICH REQUIRE NO CASH.
APPRECIATE YOUR COMMENTS.
AKINS

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NNN

Message Attributes

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Disposition Event:
Disposition History: n/a
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